

R.J. STONE & ASSOCIATES/CONSULTANTS

*Keep on file
Permanently
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Suite 4000, 7 Marble Street • Whitman, MA 02382

January 5, 1998

Mr. Mark A. Young, RSM
R J REYNOLDS TOBACCO CO.
400 Raritan Center Parkway
Raritan Center
Edison, New Jersey 08837

Dear Mr. Young:

As of January 1, 1998, I have been assigned to assist you with any necessary grass-roots and/or public affairs issues in the States of Rhode Island and Connecticut as well as Massachusetts. I have had the pleasure of working with Mr. Rich Kane and his staff for the past several years and I am looking forward to being of assistance to you and your staff. I have sent a letter of introduction to Mr. Mark Gambardella along with business cards for the field sales associates. Should you have any questions or require anything, please do not hesitate to call me. Thank You.

Best Regards,

Bob

Bob Stone
R. J. Stone & Associates
7 Marble Street, Suite 4000
P.O. Box 65
Whitman, Massachusetts 02382

R.J. STONE & ASSOCIATES C O N S U L T A N T S

P.O. Box 65
Suite 4000
7 Marble Street
Whitman, MA 02382

PHONE: (781) 447-7720 FAX: (781) 447-6515

cc: Mr. Mike Phillips
Mr. Kent Wold
file

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1998 FIELD FORCE - Assignments

David Armev.....At Large

Buckley, Pat.....Virginia, West Virginia, Delaware, Maryland, District
of Columbia

Fackler, Bob.....Minnesota, North Dakota, South Dakota, Wisconsin,
Montana, Idaho, Wyoming

Fox, Will.....Colorado, New Mexico, Arizona, Utah, Nevada, Kansas, Nebraska

Gallagher, Elizabeth.....New Jersey, New York, Maine, New Hampshire, Vermont

Gallant, Karl.....At Large

Gibbs, Steve.....Washington, Oregon, Alaska, Hawaii

Graves, Greg.....At Large

Hennes, Bruce.....Ohio, Michigan, Pennsylvania

Hoy, John.....California

Padalino, Janet.....Alabama, Georgia, North Carolina, South Carolina, Tennessee

Roberts, Yvonne.....Special Markets; At Large

Schuman, Bob.....At Large

Spangler, Toby.....Indiana, Illinois, Iowa, Missouri, Kentucky

Stone, Bob.....Massachusetts, Rhode Island, Connecticut

Vigneault, J.J.....Arkansas, Louisiana, Oklahoma, Texas, Mississippi

Walton, Ken.....Florida

Burnette, Bob.....Ag States

Whitehurst, Guy.....Ag States